

AMENDMENTS TO THE CLAIMS

A detailed listing of all claims that are, or were, in the present application, irrespective of whether the claim(s) remain(s) under examination in the application is presented below. The claims are presented in ascending order and each includes one status identifier. Those claims not cancelled or withdrawn but amended by the current amendment utilize the following notations for amendment: 1. deleted matter is shown by strikethrough; and 2. added matter is shown by underlining.

1. (Currently Amended) A computer-implemented method of providing a computerized integrated sales system for destination events comprising:

receiving a request for proposal (RFP) from a potential destination event organizer requesting information from a convention visitor bureau (CVB) organization on hosting a given destination event;

having the CVB organization compile related information about the RFP and electronically publish the RFP and related information on a member user interface hosted by an application service provider and accessible to a plurality of independent service providers that are members of the CVB organization;

having at least two of the members of the CVB organization periodically log into the member user interface hosted by a computing system maintained by an application service provider to review the RFP and related information and, in response, complete an electronic form on the member user interface for any services responsive to the RFP that the member is willing to make available, wherein data related to services contained in the completed form is confidential to the CVB organization and to the members of the CVB organization who is willing to make said services available;

automatically incorporating information from the electronic form into a projected service availability database stored in a storage system maintained by the application service provider and accessible only by the CVB;

having the CVB organization review the projected service availability database for the RFP for the given destination event and prepare an aggregated response to the RFP that includes

information about services from at least two members of the CVB that is then communicated to the potential destination event organizer; and

if the potential destination event organizer accepts the response to the RFP for the given destination event, having the CVB electronically communicate with each of the at least two members of the CVB that the response to the RFP has been accepted and that ~~the~~ each member can enter into ~~direct~~-bilateral contracts directly with the potential destination event organizer for the services identified in the electronic form for the given destination event.

2. (Previously Presented) The method of claim 1 wherein updates to information in an RFP provided by the potential destination event organizer is automatically made available by the CVB to members via the member user interface.

3. (Previously Presented) The method of claim 1 wherein, once the electronic form is submitted by a member, any changes to the electronic form made by a member are made to the projected service availability database only when approved by the CVB.

4. (Previously Presented) The method of claim 3 wherein the application service provider automatically maintains an audit trail of all information submitted each member via the electronic form to the projected service availability database and all changes approved by the CVB.

5. (Previously Presented) The method of claim 1 wherein the RFP includes a date by which the response is due and the application service provider automatically sends email reminders to the members that have not submitted the electronic form for the RFP prior to the date by which the response is due.

6. (Previously Presented) The method of claim 1 wherein the members of the CVB organization include at least two hotel members and the electronic form for the hotel members includes availability and prices for blocks of hotel rooms in response to the RFP, and wherein the projected service availability database includes a projected occupancy room flow for the destination that the CVB organization utilizes in preparing the response to the RFP.

7. (Previously Presented) The method of claim 6 wherein the application service provider includes a software module that automatically analyzes the projected occupancy room flow and generates a hotel availability portion of the response to the RFP.

8. (Previously Presented) The method of claim 1 wherein the application service provider hosts a software module that selectively integrates portions of the projected service availability database in order to display on the member user interface non-confidential summaries of the future availability of selected services for the destination by date.

9. (Previously Presented) The method of claim 1 wherein the application service provider also hosts a customer webpage interface and the potential destination event organizer submits the RFP for a given destination event via the customer webpage interface.

10. (Previously Presented) The method of claim 1 wherein software modules that support the member user interface and the projected services availability database are updated and maintained by the application service provider and not by the CVB organization.

11. (Currently Amended) An integrated computerized sales system for destination events comprising:

a member user interface hosted by a computing system maintained by an application service provider and accessible to a plurality of independent service providers that are members of a convention visitor bureau (CVB) organization, wherein at least two of the members of the CVB periodically log into the member user interface to review information on a request for proposal (RFP) from a potential destination event organizer requesting information ~~from~~ on hosting a given destination event that is published on the member user interface by the CVB, the member user interface including an electronic form to be completed by a member of the CVB for any services responsive to the RFP that the member is willing to make available, wherein data related to services contained in the completed form is confidential to the CVB organization and to the members of the CVB organization who is willing to make said services available; and

a projected service availability database stored in a storage system maintained by the application service provider that automatically incorporates information from the electronic form and is accessible only by the CVB and is reviewed by the CVB for the RFP for the given destination event and in order to prepare an aggregated response to the RFP that includes information about services from at least two members of the CVB that is then communicated to the potential destination event organizer customer;

wherein the member user interface further includes electronic means for notifying members if the potential destination event organizer accepts the response to the RFP and that each member can enter into bilateral contracts directly with the potential destination event organizer for the services identified in the electronic form for the given destination event.

12. (Canceled).

13. (Previously Presented) The system of claim 11 wherein, once the electronic form is submitted by a member, any changes to the electronic form made by a member are made to the projected service availability database only when approved by the CVB.

14. (Previously Presented) The system of claim 13 further comprising an electronic audit trail maintained by the application service provider of all information submitted each member via the electronic form to the projected service availability database and all changes approved by the CVB.

15. (Previously Presented) The system of claim 11 wherein the members of the CVB organization include at least two hotel members and the electronic form for the hotel members includes availability and prices for blocks of hotel rooms in response to the RFP, and wherein the projected service availability database includes a projected occupancy room flow for the destination that the CVB organization utilizes in preparing the response to the RFP.

16. (Previously Presented) The system of claim 15 further comprising a software module hosted by the application service provider that automatically analyzes the projected occupancy room flow and generates a hotel availability portion of the response to the RFP.

17. (Previously Presented) The system of claim 11 further comprising a software module hosted by the application service provider that selectively integrates portions of the projected service availability database in order to display on the member user interface non-confidential summaries of the future availability of selected services for the destination by date.

18. (Previously Presented) The system of claim 11 further comprising a customer webpage interface hosted by the application service provider that the potential destination event organizer utilizes to submit the RFP for a given destination event.

19-21. (Canceled).

22. (Currently Amended) An integrated computerized sales system for destination events comprising:

a means for hosting a member user interface maintained by an application service provider and accessible to a plurality of independent service providers that are members of a convention visitor bureau (CVB) organization, wherein at least two of the members of the CVB periodically log into the member user interface to review information on a request for proposal (RFP) from a potential destination event organizer requesting information ~~from~~ on hosting a given destination event that is published on the member user interface by the CVB, the member user interface including an electronic form to be completed by a member of the CVB for any services responsive to the RFP that the member is willing to make available, wherein data related to services contained in the completed form is confidential to the CVB organization and to the members of the CVB organization who is willing to make said services available; and

a means for storing a projected service availability database maintained by the application service provider that automatically incorporates information from the electronic form and is accessible only by the CVB and is reviewed by the CVB for the RFP for the given destination event and in order to prepare an aggregated response to the RFP that includes information about services from at least two members of the CVB that is then communicated to the potential destination event organizer customer;

wherein means for hosting a member user interface further includes electronic means for notifying members if the potential destination even organizer accepts the response to the RFP and that each member can enter into bilateral contracts directly with the potential destination event organizer for the services identified in the electronic form for the given destination event.



23. (Canceled).

24. (Previously Presented) The system of claim 22 wherein, once the electronic form is submitted by a member, any changes to the electronic form made by a member are made to the projected service availability database only when approved by the CVB.

25. (Previously Presented) The system of claim 24 further comprising an electronic audit trail maintained by the application service provider of all information submitted each member via the electronic form to the projected service availability database and all changes approved by the CVB.

26. (Previously Presented) The system of claim 22 wherein the members of the CVB organization include at least two hotel members and the electronic form for the hotel members includes availability and prices for blocks of hotel rooms in response to the RFP, and wherein the projected service availability database includes a projected occupancy room flow for the destination that the CVB organization utilizes in preparing the response to the RFP.

27. (Previously Presented) The system of claim 26 further comprising a software module hosted by the application service provider that automatically analyzes the projected occupancy room flow and generates a hotel availability portion of the response to the RFP.

28. (Previously Presented) The system of claim 22 further comprising a software module hosted by the application service provider that selectively integrates portions of the projected service availability database in order to display on the member user interface non-confidential summaries of the future availability of selected services for the destination by date.

29. (Previously Presented) The system of claim 22 further comprising a customer webpage interface hosted by the application service provider that the potential destination event organizer utilizes to submit the RFP for a given destination event.